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STATE OF DELAWARE
DELAWARE REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	DELAWARE REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, September 5, 2013 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Doug Doyle, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tammy Reagan, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Tim Riale, Sussex County, Professional Member

ALSO PRESENT

Regina Lundeen, Delaware Association of Realtors
Sal Sedita, Delaware School of Real Estate

CALL TO ORDER

Ms. Benson called the meeting to order at 9:42 a.m.

CORRESPONDENCE

Review Correspondence from Jim Waggoner Requesting Reconsideration of Virginia Egan's Instructor Application

The Committee reviewed the correspondence from Mr. Waggoner requesting that the Committee reconsider Ms. Egan's instructor application. Ms. Egan's application, which was initially reviewed during the February 7, 2013 meeting, was circulated for the Committee to review. Mr. Doyle moved, seconded by Ms. Woerner, to uphold the Committee's previous denial decision, based on Ms. Egan not meeting the minimum qualifications needed to be an instructor in the State of Delaware. Motion unanimously carried.

REVIEW OF MINUTES

Ms. Reagan moved, seconded by Mr. Rushe, to approve the August 1, 2013 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Update from the Commission

Ms. Williams advised the Committee that the meeting minutes were reviewed and approved by the Commission.

Review of Student Requests for Approval of Continuing Education Activities

Mr. Doyle moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Karen Ackerman **Denied – Certificate of Attendance Not Submitted**
Course Title: Ethics, Predatory Lending & Flipping
Course Provider: Coastal Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Brian Tobin **Approved**
Course Title: The Agreement of Sale (New Licensee Module 2)
Course Provider: Omega Real Estate School
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Brian Tobin **Approved**
Course Title: Seller Representation (New Licensee Module 3)
Course Provider: Omega Real Estate School
Credit Hours: 3.0
Requesting Approval for Module: 3

Student Name: Benjamin Steward **Approved**
Course Title: Real Estate Professionalism (New Licensee Module 4)
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Jordan Walsh **Approved**
Course Title: Agency & Fair Housing
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Review of Course Provider Applications

Mr. Burns moved, seconded by Mr. Doyle, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Association of Realtors School
Course Title: Anatomy of a House **Approved for Modules 6 or 7**
Credit Hours: 6.0
Modules: 6 or 7

Course Provider: The CE Shop

Course Title: Commercial Landlord Representation **Approved for Modules 6 or 7**

Credit Hours: 3.0

Module: 6 or 7

Course Title: Determining Value of Commercial Properties **Approved for Modules 6 or 7**

Credit Hours: 3.0

Module: 6 or 7

Course Title: Real Estate Investors and Your Business **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance

Course Title: Taxation of Commercial Real Estate **Denied – Pennsylvania Specific**

Credit Hours: 3.0

Module: 7

Course Provider: Jack Lingo, Inc., Realtor

Course Title: LOMA Flood Plain Process **Approved for Modules 6 or 7**

Credit Hours: 3.0

Module: 6 or 7

Course Provider: Long & Foster Institute of Real Estate

Course Title: Seller Representation & Forms **Approved**

Credit Hours: 3.0

Module: Newly Licensed Salesperson Module 3

Course Title: Buyer Representation & Forms **Approved**

Credit Hours: 3.0

Module: Newly Licensed Salesperson Module 2 **Approved**

Course Provider: McKissock, LP

Course Title: Agency & Fair Housing **Approved**

Credit Hours: 3.0

Module: 1

Course Title: Real Estate Documents **Approved**

Credit Hours: 3.0

Module: 3

Course Title: Legislative Issues **Approved**

Credit Hours: 3.0

Module: 5

Course Provider: Sussex County Association of Realtors

Course Title: Basic Flood Insurance Training **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Wooding Real Estate Group

Course Title: Cool Tech Tools for Everyone! **Approved**

Credit Hours: 3.0

Module: 7

Course Title: National Issues: CFPB & FEMA Changes **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Running Your Real Estate Career as a Business **Approved**
Credit Hours: 3.0
Module: 7

Course Title: What Every Agent Should Know: Rentals & Commercial **Approved**
Credit Hours: 3.0
Module: 6

Course Provider: Central Delaware Real Estate Academy, LLC.
Course Title: Broker Pre-Licensing **Approved**
Credit Hours: 99.0

Course Title: Real Estate Pre-Licensing **Approved**
Credit Hours: 99.0

Review of Instructor Applications

Ms. Klimowicz moved, seconded by Mr. Burns, to recommend approval, denial, or tabling, of the following item as noted below. Motion unanimously carried.

Walter Taraila – **Approved for Newly Licensed Salesperson Modules 1 & 4; Continuing Education Modules 2, 4, 6, & 7. Not Approved to Teach Newly Licensed Salesperson Modules 2 & 3 or Continuing Education Modules 1, 3, 5, Pre-Licensing Courses or Broker's Courses as requested. If Applicant wishes to teach additional courses, documentation outlining experience in Delaware and any teaching experience on Delaware issues, must be submitted.**

Continuing Education: Newly Licensed Salesperson Modules 1 – 4; Continuing Education Modules: 1 – 6; Continuing Education Module 7 – Intro to Commercial; Broker Supervision; Fair Housing; Commercial Agency; Ethics

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Legal & Governmental Aspects of Real Estate; Real Estate Investment; Mathematics

Ms. Reagan moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Ruth Briggs-King **Approved**

Continuing Education: Newly Licensed Salesperson Modules 1 & 4; Continuing Education Modules: 2, 4, 5

Pre-Licensing Course: Orientation

Broker's Course: Ethics

Robert Fleck **Approved for Continuing Education Modules 1, 2, 4, 5, 6 – Not module 3 as requested**
Continuing Education: Modules 1 – 6

Eric Rehling **Approved**

Continuing Education Module: 7 – Qualifying a Seller to Sell

Thomas Woods **Approved**
Continuing Education: Module 7 – ABR

Andrew Taylor **Approved**
Continuing Education: Newly Licensed Salesperson Modules 1 – 4; Continuing Education Modules 1 – 6;
Continuing Education Module 7 – Short Sales Done Right; Contemporary Issues – Foreclosure;
Contemporary Issues – RE Hot Buttons

Pre-Licensing Course: Orientation; Real Estate Law

Broker's Course: Real Estate Documents; Financing; Ethics; Legal & Governmental Aspects of Real Estate;
Real Estate Investment

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Williams advised the Committee that they have approximately 165 registrants for the Annual Seminar.

Ms. Klimowicz wanted to advise the Board that she will not be able to monitor Phil McGinnis' class scheduled for October. Ms. Woerner volunteered to monitor the class. Ms. Klimowicz requested that a person be designated to monitor Mr. McGinnis' class during the October 3, 2013 meeting.

PUBLIC COMMENT

There was no public comment.

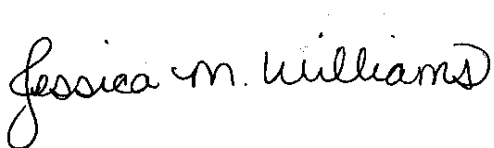
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, October 3, 2013 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Burns moved, seconded by Mr. Rushe, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 10:42 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II